



NATIONAL PETROLEUM MANAGEMENT ASSOCIATION



**Proud Of Our Past
Confident Of Our Future**

THE NATIONAL PETROLEUM MANAGEMENT ASSOCIATION



Headquarters Washington, DC
www.npma-fuelnet.org



Overview

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- ✈ **Objectives**
- ✈ **What We Do**
- ✈ **Opportunities For Improvement**
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Who We Are

- ✈ **Non-Profit educational and professional 'service oriented' society**
- ✈ **An organization at the forefront of efforts and issues aimed at providing professional status for qualified fuel handlers**
- ✈ **Collectors, interpreters, and disseminators of information relating to safe, efficient and cost effective petroleum operations and maintenance support**
- ✈ **An organization committed to operational excellence in fuel handling**
- ✈ **An association which encourages industry - government dialogue to support its mission and achieve its objectives**



Objectives

- ✈ **To advance knowledge of the science of petroleum operations**
- ✈ **To adopt best practices and exploit cutting edge technology**
- ✈ **To foster favorable relations among petroleum organizations**
- ✈ **To develop a spirit of cooperation and mutual understanding**
- ✈ **To promote the highest degree of operational excellence**



What We Do

- ✈ **Promote safety in all aspects of fuel handling and maintenance operations**
- ✈ **Support, endorse, and encourage participation in programs designed to promote organizational excellence in fuel handling**
- ✈ **Provide a professional workforce through training and certification**
- ✈ **Provide career counseling and on-line job search and placement**
- ✈ **Recognize and reward individuals for outstanding contributions**



Opportunities For Improvement

- ✈ **The Vision of NPMA Has Not Evolved**
- ✈ **Military and Commercial Petroleum Industries Need A Champion**
- ✈ **Lots Of POL Experts—Efforts Are Not Organized**
- ✈ **POL Standards Are Too Vague**
- ✈ **Technical Competence On The Decline**



Focus On ROMEO

✈ **NPMA Is Positioned to Be the One-Stop Shop for the POL Industry—How??**

✈ **Focus on ROMEO**

- ➡ **Revenue—become financially stable**
- ➡ **Outgoing—aggressively interact with both industries**
- ➡ **Membership—emphasis on benefits and active interaction and commitment**
- ➡ **Education—training, certification and mentorship**
- ➡ **Operations—become more effective and efficient**



Focus On ROMEO REVENUE

- ✈ **Register to do business with the DoD**
- ✈ **Establish a GSA contract**
- ✈ **Offer consulting services—Internationally**
- ✈ **Establish the Petroleum Institute**
 - Provide training—operation, maintenance, design and construction
 - Provide certification for different levels—Operator to Manager
 - Become Industry Mentors
- ✈ **Conduct Trade Shows on a specific schedule**
- ✈ **Establish Partnerships with other organizations**
- ✈ **Keep better track of membership dues**
- ✈ **Marketing fees from private sector**
- ✈ **We need a committee to execute/manage**



Focus On ROMEO OUTGOING

- ✈ **Outgoing—aggressively interact with industry**
- ✈ **Be involved with established organizations**
- ✈ **Become the POL facilitator for the AFPET, NAVPET, APO**
- ✈ **Produce periodicals (newsletter or magazine)**
- ✈ **We need a committee to execute/manage**



Focus On ROMEO MEMBERSHIP

- ✈ **Membership—benefits, interaction and commitment**
- ✈ **Improve benefits for corporate and individual members**
- ✈ **Restructure membership categories**
- ✈ **Meet with general members and corporate members separately—annually**
- ✈ **Must do what we say**
- ✈ **We need a committee to execute/manage**



Focus On ROMEO EDUCATION

✈️ **Education—training and mentorship**

✈️ **Establish Training Programs**

- ➡ Partner with existing programs
- ➡ Generate an in-house capability within NPMA corporate members
- ➡ We need to educate Managers, Engineers, Operators—internationally

✈️ **Establish Certification Program**

- ➡ Become the industry Stewards for Certification

✈️ **Establish Mentorship Program**



Focus On ROMEO OPERATIONS

- ✈ **Operations (NPMA)—become more effective and efficient**
- ✈ **We need resources**
- ✈ **We need committees**
- ✈ **Update and go by the NPMA By-Laws**
- ✈ **Develop a Strategic Plan for evolution**
 - **Goals**
 - **Timelines**
 - **Budget requirements**
- ✈ **Market to gain buy-in from both industries**
 - **Recognize NPMA as industry leaders**
 - **We can help reduce costs, improve operations and safety**
 - **Become the facilitator for better design and construction of fuel systems**
- ✈ **Pool hundreds of years in POL experience into one-voice**



Focus On ROMEO

WHERE TO

START

✈ **Update NPMA By-Laws**

✈ **Establish Committees**

- Executive
- Finance
- Marketing
- Program Development
- Trade Show
- Membership

✈ **Develop a Strategic Plan (1, 5 and 10-year plan)**

✈ **Develop a NPMA Budget forecast**

✈ **Develop a plan to Market both industries to gain their by-in**

✈ **Identify what type of resources are available to NPMA**



NPMA NEWS

✈ **PETRO 2005**

- **Scheduled for 17 - 20 October 2005**
- **San Antonio, Texas, Henry B Gonzales Center**
- **Over 200 Vendors**
- **Training Seminars**
- **Joint POL System Design & Construction Panel**
- **Job Fare Seminar**
- **Awards Banquet**
- **General Membership Meeting**
- **Old Timers Reunion**
- **Social Events For Spouses Of Attendees**
- **Registration Opens 8 November 2004**



NPMA NEWS

- ✈ **Elected New President**
 - ➡ **Dave Eklund**
- ✈ **Appointed New Vice President**
 - ➡ **Alan Reynolds**
- ✈ **Restructuring Individual and Corporate Membership Categories and Benefits**
- ✈ **Need Inputs for NPMA News Letter**
- ✈ **Looking for Companies who are willing to Share Resources**



NPMA NEWS

✈ **Current Organizational Structure**

- ➡ **Chairmen, Board of Directors: Gomer Custer**
- ➡ **President: Dave Eklund**
- ➡ **Vice President: Alan Reynolds**
- ➡ **Director Of Marketing: Ruth Lavin**
- ➡ **Administrative Specialist: Erin Carvolas**



SUMMARY

- ✈ **We need to Act Now**
- ✈ **In order to succeed we have to**
 - Create A Steady Stream of Revenue
 - Be More Outgoing
 - Strengthen Our Membership
 - Create Opportunities For Better Education For Both Industries
 - Improve Our Operations
- ✈ **PETRO 2005 -- Be There!**
- ✈ **The Ultimate Key To Our Success Is Getting Committed Resources To Pull All This Together**



✈️ **Do We Have Any
Volunteers?**



PETRO 200

Henry B Gonzalez Convention Center

5

San Antonio

October 17 -
20

2005

Visit booth 516 to find out
more!





Quality is not expensive... It's Priceless



The Fuelhandler

It is impossible to accurately measure the results of fueling aircraft safely. No one can count the fires that never start or the engine failures and forced landings that never take place and one can neither evaluate the lives that are not lost, nor plumb the depths of human misery we have been spared, but the fuel handler can find lasting satisfaction in the knowledge he has worked wisely and well and that

